

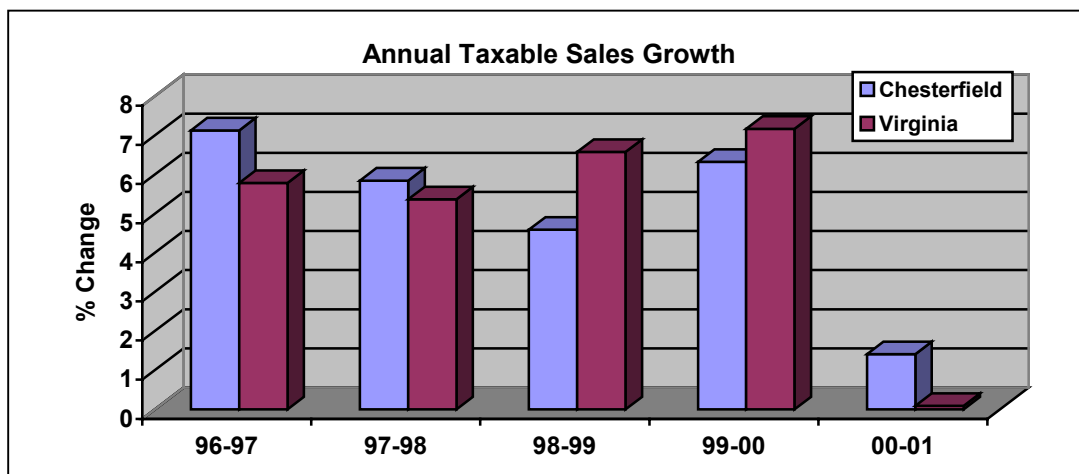
Taxable Sales

Taxable Sales Trends

Taxable sales represent an important indicator of the health of the various retail establishments in the county. The taxable sales figures are also used by the state to determine the amount of sales-tax revenue that is given to the county. Taxable sales in Chesterfield County have increased every year since 1996. Taxable sales in Chesterfield account for nearly 4 percent of Virginia's total taxable sales, a figure that has remained relatively stable since 1996. However, the county's annual growth rate in taxable sales had lagged behind that of the state until 2001, when the slowing of the national economy had a greater effect on the state's taxable sales growth than on Chesterfield's.

Taxable Sales By Year			% Of State Taxable Sales from Chesterfield
Year	Chesterfield	Virginia	
1996	\$2,051,750,201	\$53,923,259,963	3.80%
1997	\$2,197,965,791	\$57,047,801,015	3.85%
1998	\$2,326,485,709	\$60,113,811,363	3.87%
1999	\$2,433,377,462	\$64,068,575,397	3.80%
2000	\$2,587,315,103	\$68,661,581,258	3.77%
2001	\$2,623,908,606	\$68,725,289,188	3.82%

Source: Weldon Cooper Center for Public Service, 1996 through 2001

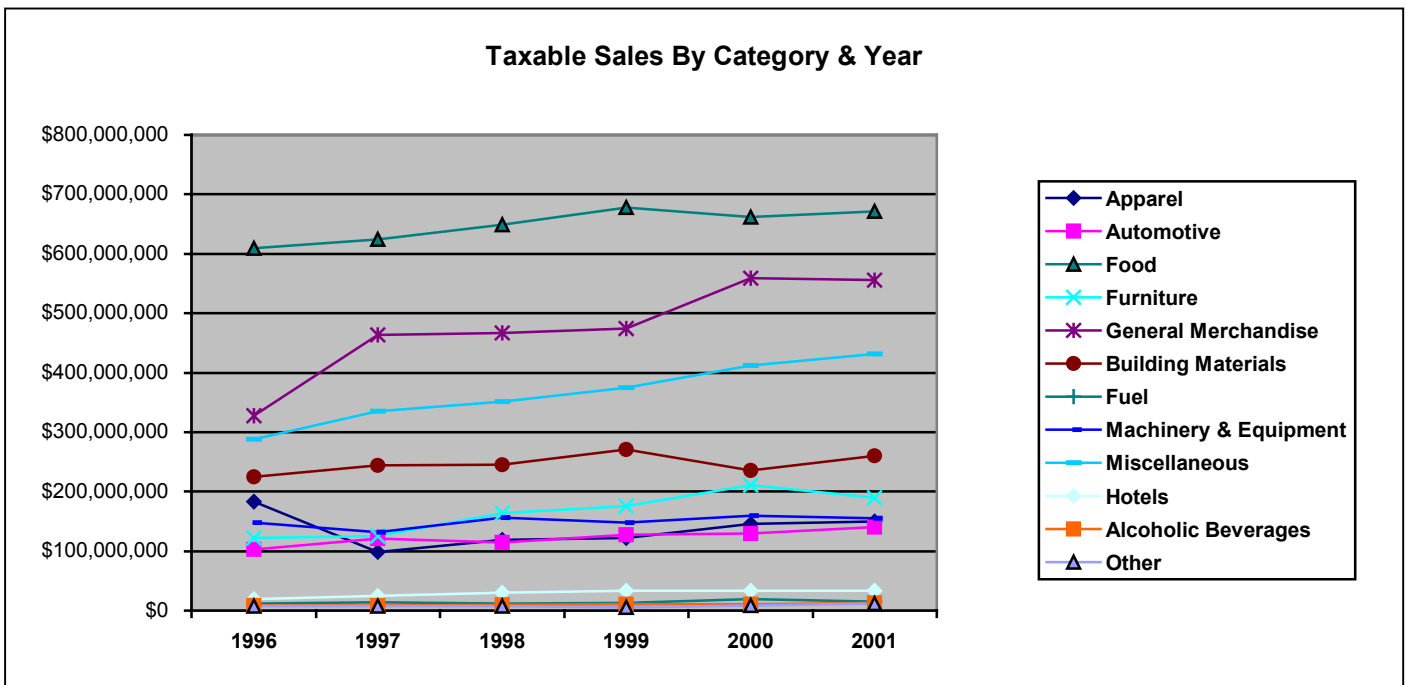


Taxable Sales Trends By Category

Tracking the taxable sales trends in Chesterfield County by their categories yields a view on the overall retail market in the county. The table below shows that the miscellaneous group (mostly specialty shops) and the alcoholic beverages group have increased in taxable sales every year since 1996, and that the general merchandise category had the highest overall increase between 1996 and 2001. Every category in Chesterfield, except for apparel, has seen an overall increase in taxable sales.

Category	1996	1997	1998	1999	2000	2001	1996-2001 % Change
Apparel	\$182,818,416	\$98,412,128	\$118,906,429	\$122,120,891	\$145,405,050	\$149,487,563	-22%
Automotive	\$102,631,585	\$121,473,818	\$114,567,506	\$127,191,474	\$129,296,884	\$139,799,707	+36%
Food	\$609,164,961	\$624,522,163	\$648,944,626	\$677,928,489	\$661,831,621	\$671,013,934	+10%
Furniture	\$121,645,394	\$124,811,163	\$164,020,595	\$175,109,799	\$211,282,672	\$189,140,908	+55%
General Merchandise	\$327,254,600	\$463,394,047	\$467,204,297	\$474,608,835	\$558,925,555	\$556,311,775	+70%
Building Materials	\$224,577,879	\$243,921,077	\$245,749,044	\$271,025,409	\$236,060,289	\$260,242,211	+16%
Fuel	\$11,339,468	\$13,835,330	\$12,229,329	\$12,936,578	\$19,402,926	\$14,585,151	+29%
Machinery & Equipment	\$148,219,764	\$131,680,448	\$156,189,555	\$148,262,579	\$159,386,481	\$154,849,394	+4%
Miscellaneous	\$288,238,340	\$335,013,521	\$351,191,121	\$375,308,396	\$412,504,308	\$431,249,295	+50%
Hotels	\$19,543,571	\$24,574,128	\$29,928,249	\$33,002,799	\$33,397,277	\$32,867,680	+68%
Alcoholic Beverages	\$8,971,621	\$9,086,795	\$9,994,211	\$10,292,259	\$11,088,016	\$12,789,464	+43%
Other	\$7,344,602	\$7,241,173	\$7,490,747	\$5,589,954	\$8,734,024	\$11,571,524	+58%

Source: Weldon Cooper Center for Public Service, 1996 through 2001



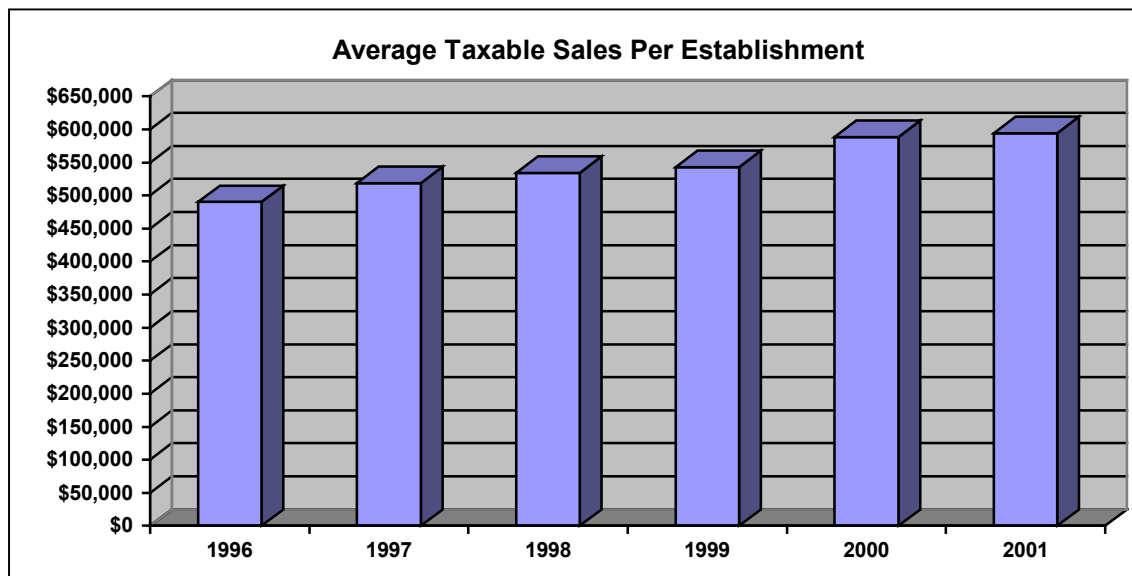
Number of Taxable Sales Establishments

The number of establishments with taxable sales has fluctuated as the retail market constantly changes and adjusts to factors such as the changing demographics of the county, changing retail patterns, and other internal and external market forces. In many instances consolidation of excess establishments and adjustment to new large-box retailers causes this fluctuation as well. However, the number of retail establishments has still increased overall.

Chesterfield County Taxable Sales Establishments By Category						
Category	1996	1997	1998	1999	2000	2001
Apparel	230	230	255	235	209	198
Automotive	280	297	313	316	307	324
Food	653	653	692	692	724	731
Furniture	367	365	387	357	317	299
General Merchandise	290	316	333	339	334	332
Building Materials	137	138	132	138	129	122
Fuel	25	31	28	26	25	25
Machinery & Equipment	337	345	345	386	382	380
Miscellaneous	1,804	1,805	1,804	1,927	1,899	1,926
Hotels	35	33	38	42	43	44
Alcoholic Beverages	6	6	6	7	7	14
Other	23	18	21	19	20	21
Total	4,187	4,237	4,354	4,484	4,396	4,416

Source: Weldon Cooper Center for Public Service, 1996 through 2001

The average taxable sales per establishment in Chesterfield have increased every year since 1996. In fact, the average taxable sales per establishment in 2001 were over 21 percent greater than that of 1996. This remains true despite the fact that the number of establishments in the county has varied widely.



Methodology and Data Sources

The information found in this section of the report came from the following sources:

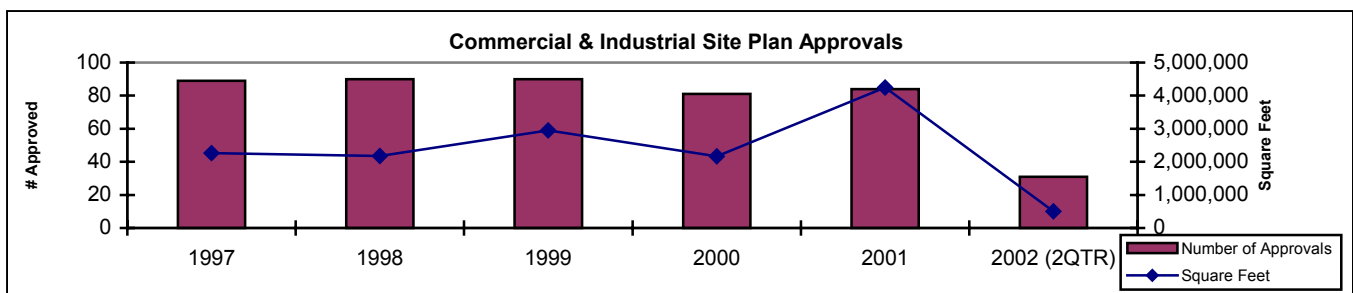
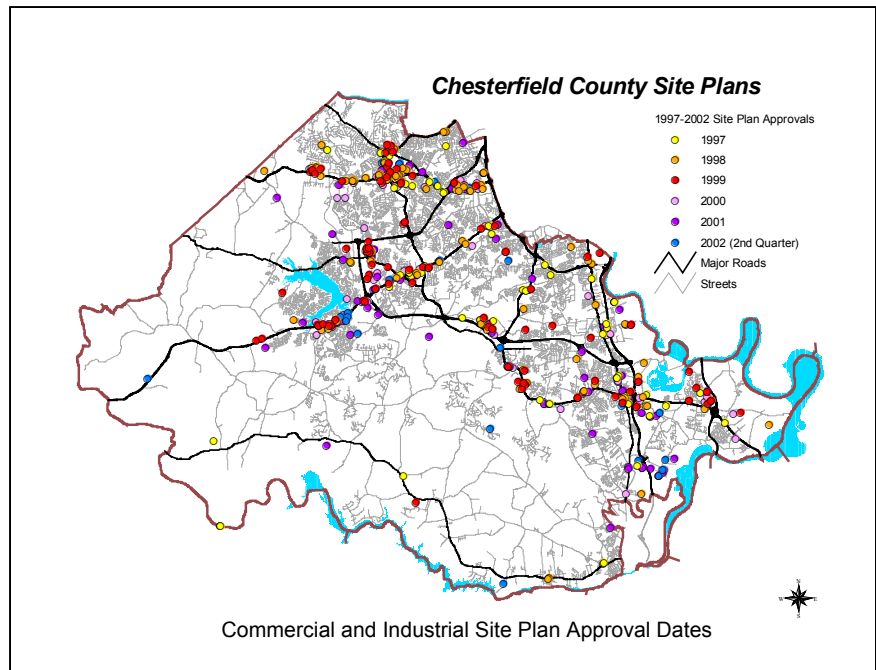
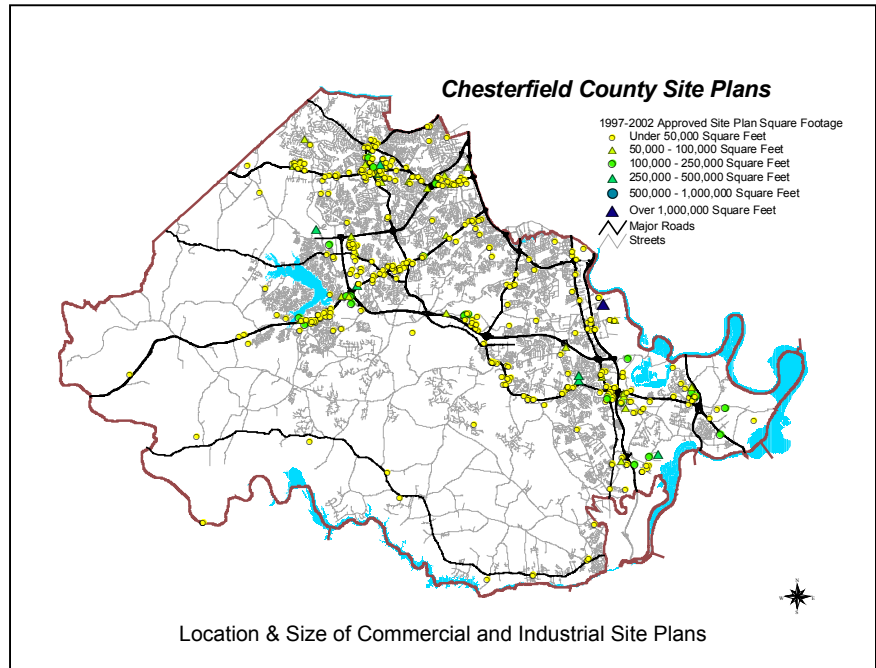
- Taxable sales data was obtained through the Weldon-Cooper Center for Public Service's Web site at www.virginia.edu/coopercenter/vastat/ .

Commercial and Industrial Site Plans

Since 1997 there have been over 460 commercial and industrial site plans approved in Chesterfield County. Nearly all of these site plans are located along the major business corridors.

The commercial and industrial site plans approved since 1997 show that many of the newer commercial and industrial developments are being located farther west and south of existing commercial concentrations.

While the number of approved site plans has remained relatively constant since 1997, the total square footage value of these site plans has been increasing.



Methodology and Data Sources

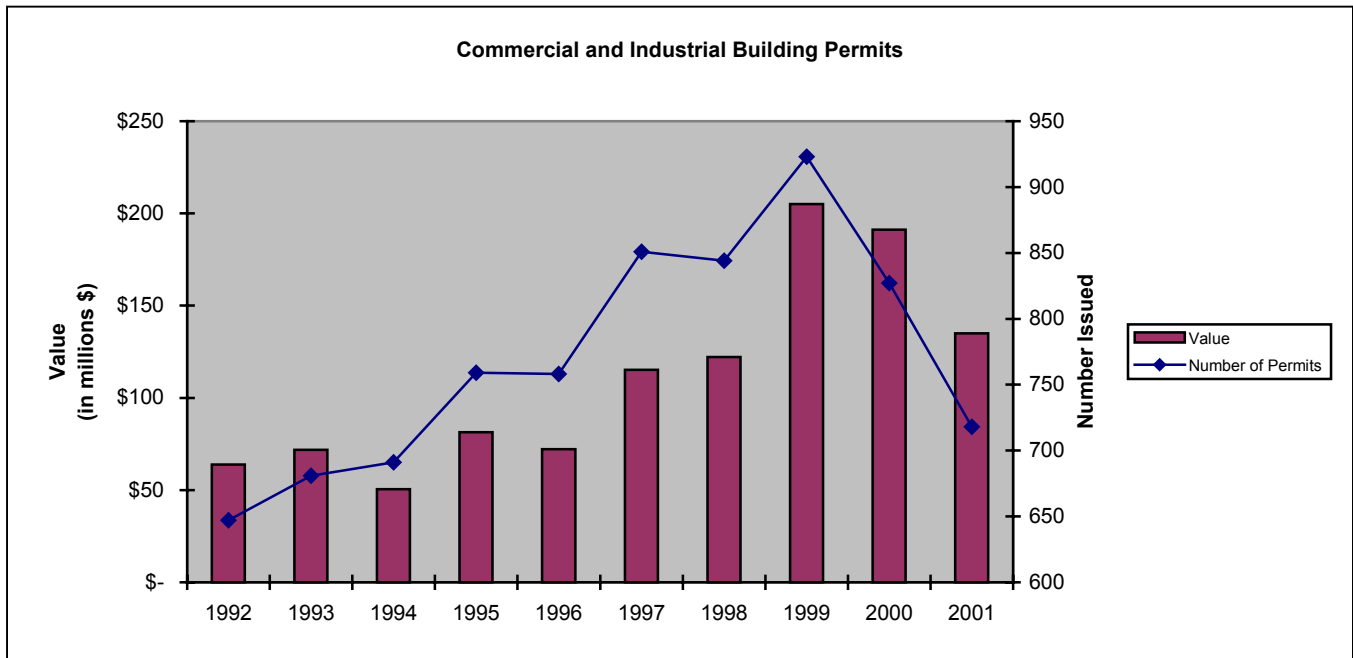
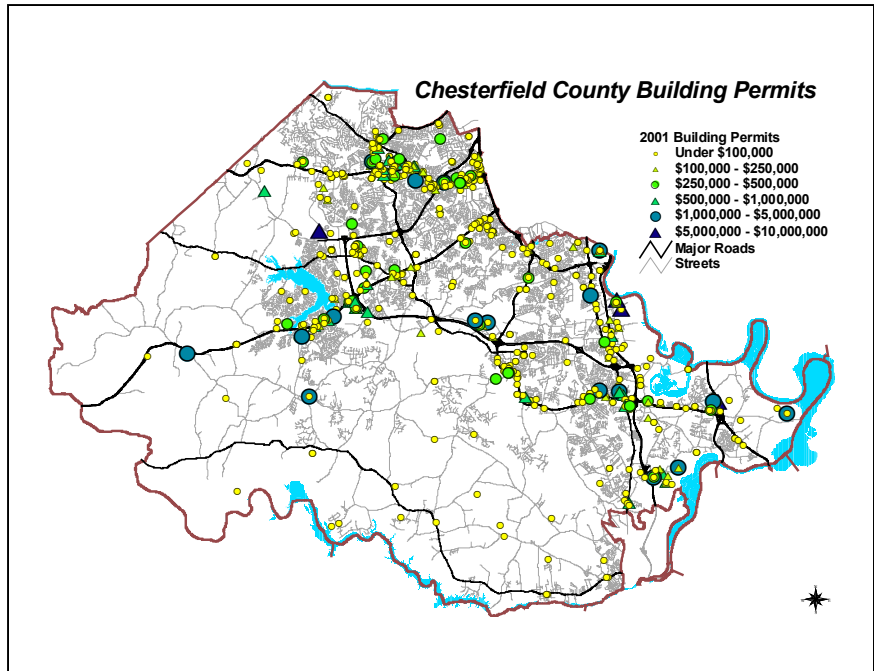
The information found in this section of the report came from the following sources:

- Chesterfield County Planning Department's Information Management Section, and coded to the ArcView GIS parcel layer addresses

Commercial and Industrial Building Permits

There were over 700 commercial and industrial building permits issued in Chesterfield County in 2001. The construction value of these permits is over \$135 million. The location and value of these permits is shown.

The number and value of commercial and industrial building permits has declined from the 1999 high of over 900 building permits worth more than \$205 million. This trend is expected to continue due to the national economic slowdown.



Methodology and Data Sources

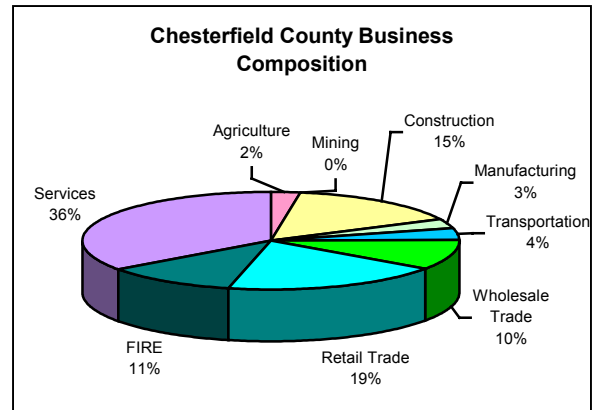
The information found in this section of the report came from the following sources:

- 2001 Building Permit information was provided by the Chesterfield County Planning Department's Information Management Section and coded to the county's second quarter 2002 parcel layer addresses.
- Building permit trend data from 1992 to 2001 was taken from the Chesterfield County Comprehensive Annual Financial Report for the year ending June 30, 2001.

Businesses by Type

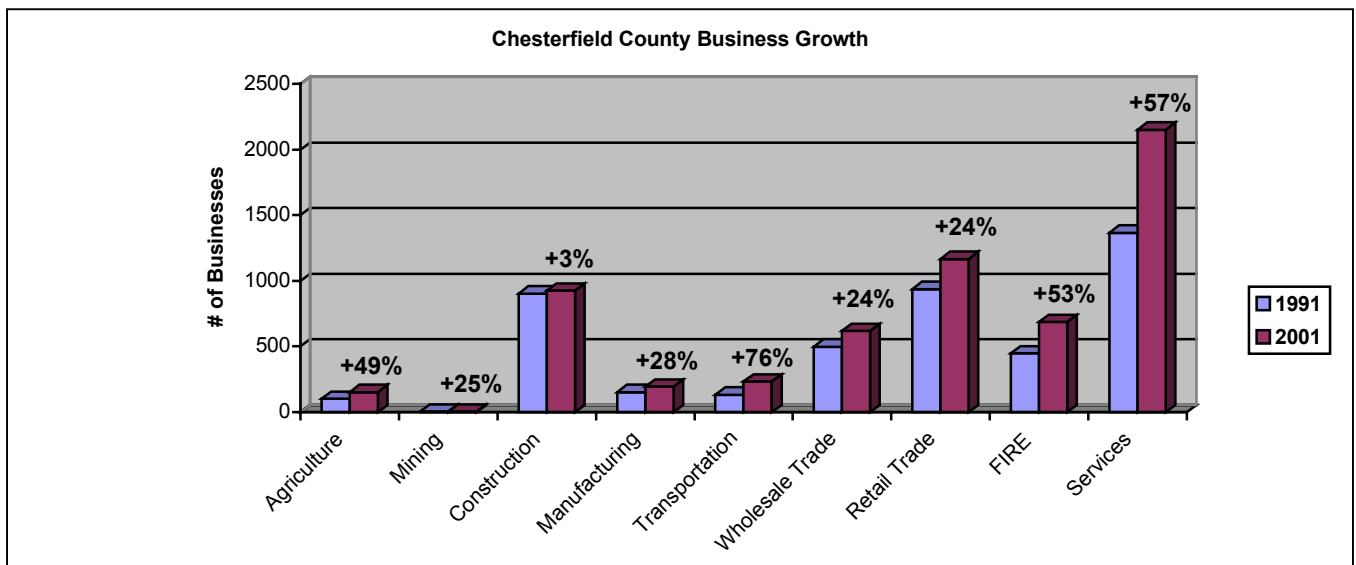
Chesterfield County's economy covers a broad range of economic sectors, from heavy manufacturing to home-based personal services.

The largest number of business establishments in the county fall under the service sector, which makes up 36 percent of the total number of establishments. Retail establishments are the second largest sector, and represent 19 percent of the total. Mining, with less than 1 percent, and agriculture, with around 2 percent, have the smallest numbers of business establishments in Chesterfield.



The number of businesses in Chesterfield County increased from 4,611 in 1991 to 6,205 in 2001, an increase of nearly 35 percent. The fastest growing sector of the economy in number of establishments for the 1991-2001 period was transportation and public utilities, which grew 76 percent. Construction grew at the slowest pace, however, the seasonal nature of the construction industry may play a role in this.

The service sector has seen 785 new establishments created since 1991. Finance, Insurance and Real Estate has added 239 new businesses, while mining has seen the addition of only one establishment since 1991.



Methodology and Data Sources

The information found in this section of the report came from the following sources:

- Businesses by type data was taken from 1991 and second quarter 2001 Virginia Employment Commission figures for all two-digit Standard Industrial Classification Codes.

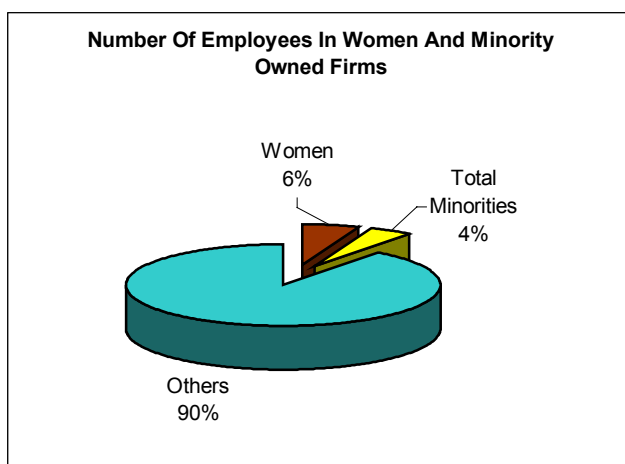
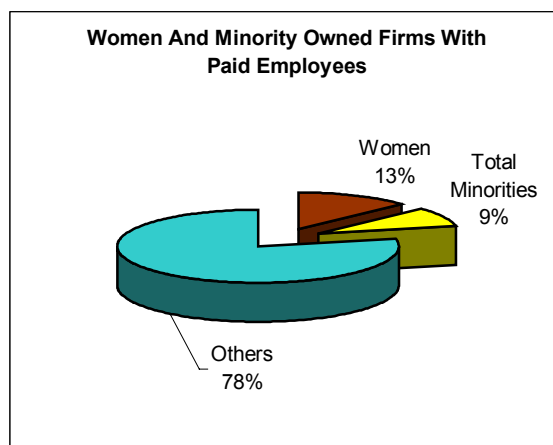
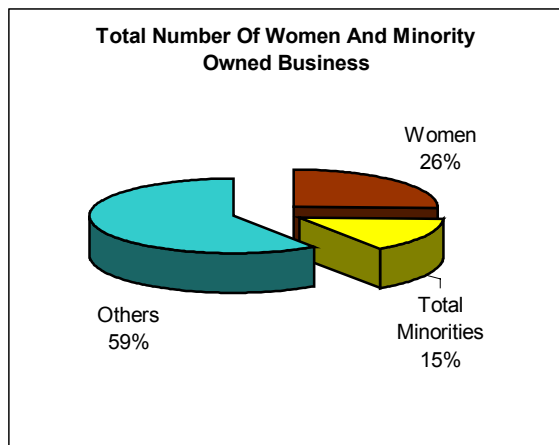
Note: It should be noted that the State of Virginia lists only those businesses that pay unemployment benefits, and thus does not include many of the small, home-based businesses that make up a large portion of the total business licenses in Chesterfield.

Women and Minority-Owned Businesses

Chesterfield County Women & Minority-Owned Businesses							
Group	Number Of Firms	% To All Firms	Firms With Paid Employees	% To All Firms	Employees	% To All Firms	Payroll (In Thousands)
Women	4,184	26	614	13	4,318	6	\$91,310
Total Minorities	2,459	15	409	9	3,137	4	\$36,382
<i>Black</i>	1,173	48	132	32	1,264	40	\$11,063
<i>Hispanic</i>	379	15	59	14	230	7	\$1,945
<i>American Indian And Alaska Natives</i>	127	5	0	0	0	0	\$0
<i>Asian And Pacific Islander</i>	780	32	218	54	1,643	53	\$23,374
Non-Women & Non-Minority	9,728	59	3,708	78	65,873	90	\$1,742,824
Total For All Firms	16,371	100	4,731	100	73,328	100	\$1,870,516

Source: 1997 Economic Census

In 1997, women owned 26 percent of businesses and minorities owned 15 percent of the business in Chesterfield County. Women-owned businesses made up around 13 percent of all firms with paid employees, while 9 percent of owned by minorities had paid employees. Women and minority-owned industries provided 6 percent and 4 percent of the jobs in the county respectively.



Methodology and Data Sources

The information found in this section of the report came from the following sources:

- The 1997 Economic Census conducted as a part of the United States Census and found at their Web site at www.census.gov/epcd/mwb97/va/VA041.html.